

Technical Services for Aerospace Systems Modeling and Simulation II (SimLabs II)

NNA10345000R

Questions and Answers – Set 3

October 4, 2011

- Q.1. Exhibit 16 requires Offerors to declare their intentions about incumbent staff labor rates and seniority rights. The Draft RFP Section L states that the Government understands that a non-incumbent Offeror may be only able to estimate what the current incumbents are making and their seniority levels.

Given these two factors, how will the Government evaluate a non-incumbent's costs for realism and reasonableness given they do not have the actual rates and seniority levels of incumbent personnel?

*A.1. As stated in section M.2(b)(3): "A cost realism analysis will be performed to assess the reasonableness and realism of the proposed costs. It is not numerically scored." and Section M.2(e)(3): "the Government will determine the Probable Cost of each offeror's overall proposed cost by evaluating the realism of the proposed costs to ensure the Offeror understands the magnitude and complexity of the effort. ..."*

*An offeror's proposal will not be determined unreasonable or lacking in cost realism as long as it reflects a reasonable effort was made to propose realistic compensation.*

Questions and Answers – Set 3 consists of one question.